

DESCRIPTION OF SERVICES

To foster the development and expansion of a diversified and healthy base of primary business and industry that will better balance the tax base, increase job opportunities, and enhance both the quality and standard of living in James City County.

OBJECTIVES

1. Pursue recruitment of new primary business/industry that would result in increased nonresidential tax base and at-place employment.
2. Provide resources, marketing tools to make James City County competitive for compatible Economic Development projects.
3. Encourage retention, expansion, and formation of primary businesses in James City County.
4. Provide staff support to expanded role of County Industrial Development Authority (IDA).
5. Make, keep, and showcase James City County as a professionally competent, premiere business location at local, regional, national levels.

BUDGET SUMMARY

	FY 02 Budget	FY 03 Adopted	FY 04 Adopted
Personnel	\$ 172,066	\$ 193,725	\$ 202,659
Operating	94,150	86,170	81,590
Capital	1,490	950	1,250
Other	4,000	4,000	4,000
Total	\$ 271,706	\$ 284,845	\$ 289,499

PERSONNEL

Full-time Personnel	3	3	3
---------------------	---	---	---

WORKLOAD INDICATORS

	FY 02 Adopted	FY 03 Adopted	FY 04 Adopted
Visits Local Business/Industry	18	15	15
Business Meetings/Presentations	80	80	80
Meetings Staged	12	15	15
Prospect Visits	20	15	20
Prospect Requests Serviced	35	25	35
Prospect Follow-up Contacts	100	80	100

BUDGET COMMENTS

The FY 2003 budget will increase by 4.8 percent and FY 2004 will increase by 1.6 percent. The division will continue its focus on attracting desirable commercial and industrial development.